**FAMILY AND CONSUMER SCIENCE**
**PANTHER VALLEY HIGH SCHOOL**
**MRS. KARAN HEFFELFINGER, M.A., M.eD., CFCS**
**SYLLABUS AND COURSE GUIDE - ENTREPRENEURSHIP**
**GRADE 11 and GRADE 12**

## COURSE DESCRIPTION:

***Prerequiste: NONE***
Students learn to turn talents and projects into future careers. Projects relate to individual interest, aptitudes, and skills. Students learn how to operate a business, develop a product, and sell that product. Learning the skills of entrepreneurship will culminate with a completed business plan for the student's chosen business including marketing, operations, and financial planning.

## TEXTBOOK

Entrepreneurship and Small Business Management
Plus supplementary workbooks, primary source materials, and all handouts.
Text and workbooks must be brought to class at all times.

## CLASS REQUIREMENTS

Work will include but is not limited to:

- Classroom and homework assignments
- Major Projects
- Oral presentation
- Class participation
- A variety of written assignments, including a research assignment
- Tests/Quizzes/ Exams/Other forms of Assessment
- Hands-on Work
- Food Laboratory Lessons
- Notebook
- Being prepared for class at all times

## DAILY ASSIGNMENT

- PEN OR PENCIL
  You must bring a writing implement to class
- NOTEBOOK
  You must bring a notebook to class daily, which is part of your daily average.

## ASSIGNMENTS

All assignments are to be done neatly and on time. A ten-point deduction if assignment is late unless you are absent.

## UNITS/CONCEPTS COVERED DURING THE YEAR

- Introduction
- Real Entrepreneurship
- Introduction to the Business Plan
- Self- Assessment
- Finding a niche
- Financial Concept
- Products and Services
- Market Feasibility
- Marketing Plan
- Organization of Business Plan
- Business Operations
- Cash Flow
- Executive Summary
- Presentation of the Business Plan
- Open for Business

# *MISSION STATEMENTS*

## *PANTHER VALLEY SCHOOL DISTRICT*

To meet the challenges of today and tomorrow.

## *FAMILY AND CONSUMER SCIENCES DEPARTMENT*

To develop individual potential and life skills needed to meet the challenges of the future.

## *PENNSYLVANIA STATE DEPARTMENT OF EDUCATION/FAMILY & CONSUMER SCIENCE*

To manage with reason and Creativity the Challenges Across the Lifespan of Living and Working in a Global Society

## EXIT OUTCOMES

Students completing the Family and Consumer program will be able to;

Demonstrate their knowledge of the principles of consumer behavior as a foundation for managing available resources to provide for personal and family needs in the occupation of homemaker.

Demonstrate their knowledge of basic child health and child care skills needed in the occupation of child care.

Recognize and demonstrate the ability to apply dietary guidelines in order to meet nutritional needs to various stages of life in the occupational role of homemaker.

Explore the multiple purposes of work and the range of career options, including entrepreneurship, and relate them to their individual interests, aptitudes, skills and values in the occupational

## *Assessment/Demonstration of Knowledge and Skills*

Quizzes, tests, completed projects, individual and group presentations and portfolio assessment notebook. Foods laboratory assignment of food products. Rubrics will be prepared for any assessment used, and such rubrics will be shared with the student prior to the demonstration.

## *Unit Modifications*

- Units will be modified to meet the individual needs of all students.

## *Unit Enrichments*

- Require students to extend and refine knowledge through challenging project or research.
- Reflect on learning through journal writings.
- Independent work or assignment.
- Self-directed learner - setting personal learning goals.
- Extended projects using Future Career Community Leaders of America (FCCLA) planning process.

## Suggested Assessment Techniques for Unit

Selected responses of pencil and paper tasks in workbooks and worksheets.
Paper and pencil - Quizzes and tests.
Project assessments.
Product assessments.
Performance assessment through presentations.
Portfolio assessment of student work.

## *Materials/Technology for Unit*

- Text: Varies with Class
- Media: Filmstrips, video, posters and periodicals
- Technology: Computer programs